



# US Department of Transportation

## Office of the Chief Information Officer



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## Key players:

- Dan Mintz, CIO
- Jackie Patillo, Deputy CIO
- Byrne Huntley, Associate CIO – IT Shared Services
- Donna Seymour, Associate CIO – IT Policy Oversight, OST CIO
- Andrew Orndorff, Associate CIO – Enterprise Projects
- Tim Schmidt, CTO
- Sam Petitto, Chief – Resource Management



## **Gaining our Interest**

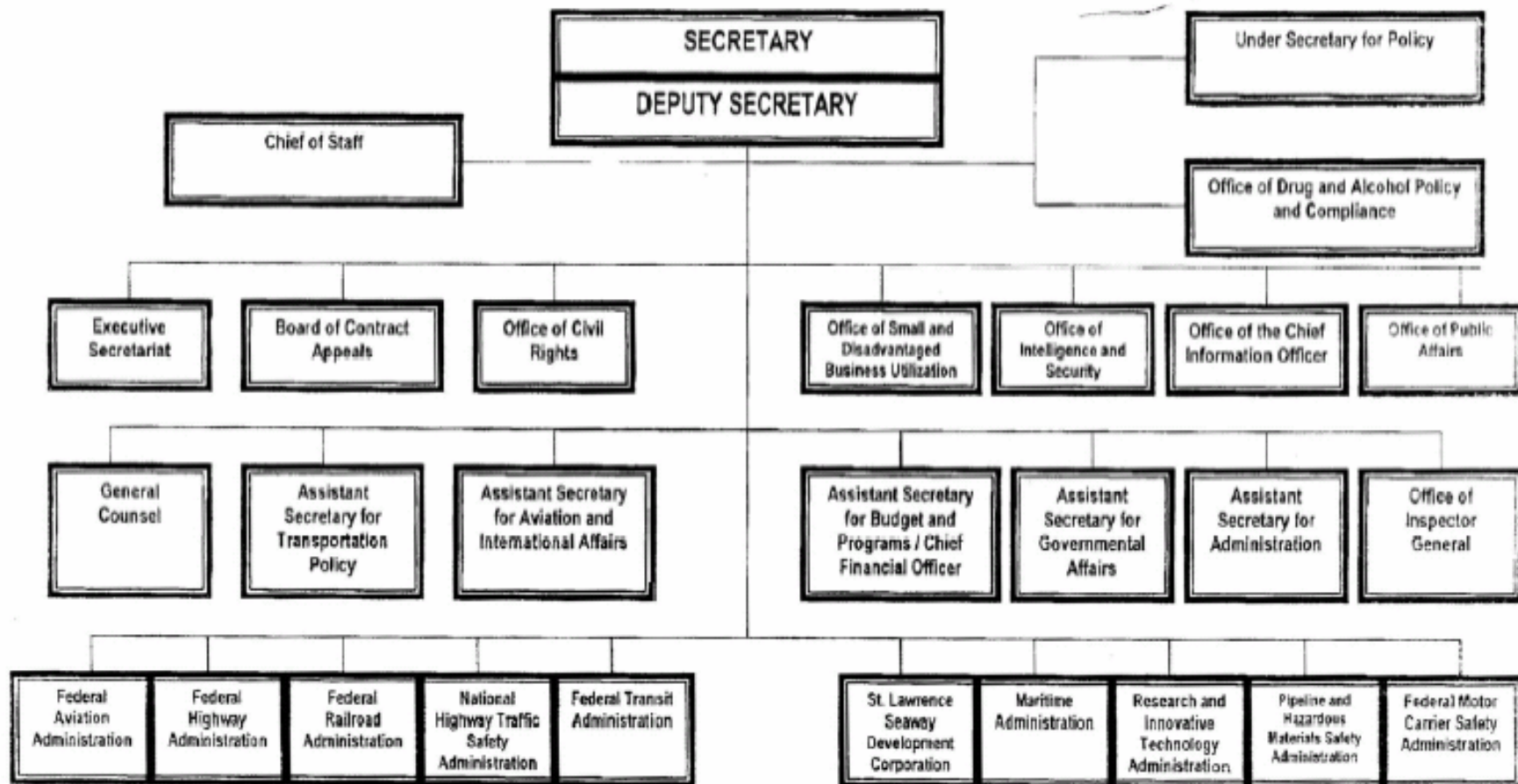
- Understand us well enough to add value
- Our interest peaks when your pitch is in the context of our mission
- Your story is much less important than how you will improve OUR story
- Do your homework first, and don't ask us to do it for you

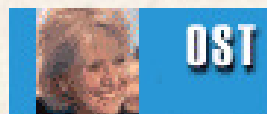
## **Our Perspective**

Everyone in this business space has the opportunity to have a significant impact on improving the performance of the government - this allows us to both make a living and a difference; most don't have such an opportunity; we should all keep this in mind all of the time.

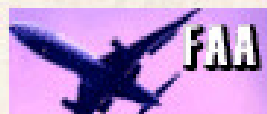


## U.S. DEPARTMENT OF TRANSPORTATION





Office of the Secretary of Transportation (OST)



Federal Aviation Administration (FAA)



Federal Highway Administration (FHWA)



Federal Motor Carrier Safety Administration (FMCSA)



Federal Railroad Administration (FRA)



Federal Transit Administration (FTA)



Maritime Administration (MARAD)



National Highway Traffic Safety Administration (NHTSA)



Office of Inspector General (OIG)



Pipeline and Hazardous Materials Safety Administration (PHMSA)



Research and Innovative Technology Administration (RITA)



Saint Lawrence Seaway Development Corporation (SLSDC)



Surface Transportation Board (STB)



## **Keys to DOT and Government Business**

**Suggestion 1. Do your homework before the contact**

**Suggestion 2. Always follow the money**

**Suggestion 3. Offer a substantive path of least resistance**

**Suggestion 4. Answer the mail in proposals**

**Suggestion 5. Make the client a hero**

**Suggestion 6. Focus on now and be prepared for next**

**Obvious Conclusion –**

**Sound results generate follow-on business**



# Our Interest Areas

- Data Centers and Virtualization
- Security
- Governance
- Keeping pace (Vista, Exchange 2007, Wireless)
- Extending our environment
- Standardization



## **If I Were Looking for DOT IT Business**

### **Intelligent Transportation**

- wireless, systems, sensors, data**

### **Inside Grants Management**

- processes and accountability**

### **Information Technology Security**

- monitoring, measurement, and management**

### **Congestion Performance**

- statistics, analysis, report generation**

### **Geographical Information Systems**

- integration and user friendly 3D**

### **End of Year Prepared**

- contracts accessible, SOWs/cost estimates ready**